

AN INDEX TO ARTICLES PUBLISHED IN 1957

Reviewing the Year of Credit and Financial Management in Print

Accounting

Proper Reporting with Unrestricted Audit Is Key to Bank Loan P. 20, Feb.

Accounts Receivable

Cooperation between Sales and Credit Departments P. 8, Feb.

Atomic Energy

Credit's Stake in Atomic Energy for Industry P. 16, July

Banking (See Par Clearance)

So You Want a Loan P. 8, Mar.; P. 8, Apr.; P. 12, May

Bankruptcy

Analyze Every Hazard—Or Risk Heavy Losses P. 8, Oct.

Book Reviews

Accounting Reports for Management P. 31, Dec.
American Economy P. 31, Sept.
Appraising the Economics of Electronic Computers P. 27, July
Big League Salesmanship P. 30, Oct.
Business Forecasting in Practice P. 28, Apr.
Common Sense in Business P. 27, June
Consumer Credit Insurance P. 31, Dec.
Corporate Finance P. 34, Nov.
Current Practice in Development of Management Personnel P. 27, July
Economic Almanac of National Industrial Conference Board P. 28, Jan.
Economic Needs of Older People P. 31, Feb.
Economics of Money & Banking P. 28, Mar.
Electronics in Business, Supplement #1 P. 29, Jan.
Financial Institutions P. 29, Jan.
Head Injuries in Workmen's Compensation P. 27, July
Management Accounting for Profit Control P. 28, Aug.
Mass. Legal Business Forms Annotated P. 26, May
Mathematics of Finance P. 31, Feb.
Modern Corporation Finance P. 28, Aug.
National Income Visualized P. 27, June
Standard Handbook of Business Tax Techniques P. 28, Apr.
215 Successful Door Openers for Salesmen P. 28, Mar.
Working with the Revenue Code in 1956 P. 29, Jan.

Collection Letters

That Weak Sentence in Your Collection Letter Can Cost Money P. 11, Aug.

Construction Credit

How Banker Solves Credit Problems of Contractor Business P. 11, June

New Credit Service Needed for Construction Field P. 18, Sept.

Controllers

Controllers Elect J. L. Peirce P. 21, Sept.

Credit Congress

Miami: Industry Group Committees P. 33, Jan.
Leaders P. 33, Feb.
Plenary Session Speakers P. 33, Mar.
Speakers: Groups and Panels P. 30, May
Industry Group Programs P. 33, May
Heimann Keynote Address P. 14, June
Earl Felio Reelected President of Credit Research Foundation P. 30, July
Credit Women's Report P. 34, July
Officers and Directors P. 35, July
President Stumborg's Report P. 36, July
Resolutions and Policies P. 37, July
Detroit, 1958 P. 35, Nov.

Customer Relations

How Sales Department Can Work with Credit Department in Promoting Customer Relations P. 8, Feb.

Editorials by Henry H. Heimann

A Better World P. 4, Jan.
Better Citizenship P. 4, Feb.
True Accounting P. 4, Mar.
Prodigal Productivity P. 4, Apr.
Courage or Surrender? P. 4, May
The Greatest Knowledge P. 4, June
Our Hectic Pace P. 4, July
Recharging the Battery P. 4, Aug.
The Sick at Heart P. 4, Sept.
A Modern Necessity P. 4, Oct.
Count Your Blessings P. 4, Nov.
In Homage P. 4, Dec.

Education, Training, Research

Business Credit Conference, Elkus Found'n. P. 35, Mar.
First Regional Meeting, CRF Pittsburgh P. 35, Apr.
23 Colleges Represented at Business Credit Conference P. 39, June
N.Y. Institute of Credit Charter P. 37, Aug.

NOTE: Cross-indexing all the many subjects discussed indirectly under the general topics in symposiums and debates-in-print necessarily would make this Index too cumbersome for ready reference. Therefore, see the heading "Symposiums" for impinging subjects.

Stanford Awards P. 34, Sept.
First Alumni Conference P. 38, Sept.
Dartmouth Awards P. 36, Oct.

Electronics

(See also Office Planning)

Much "Soul Searching" Involved in Applying EDP to Credit P. 18 May
Business-Scientific "Merger" Automates Office Thinking P. 8 Nov.

Ethics

Code of Ethics P. 39 Apr.
So You Want a Loan P. 8 Mar.; P. 8 Apr.; P. 12 May

Export and Import

National Foreign Trade Council Convention P. 23 Mar.
Credits and Collections Latin America Semi-annual survey P. 37 Apr.
" " " P. 33 Nov.
World Trade Expansion Challenges Credit Vision P. 16 Aug.
Swedish Trade Mission P. 38 Dec.

Factoring

Developing Sales for Company Using Factoring Service P. 12 Apr.

Farm Credit

Sound Instalment Plan Builds Farm Equipment Profit Sales P. 15, Aug.

Financing

Proper Reporting, Unrestricted Audit, Key to Bank Loan P. 20, Feb.
Making, Using Financial Forecast Essential to Sound Operation P. 14, Sept.
Fixed Assets a Source of More Working Capital P. 30, Sept.
Floor Plan Called One Answer to Growing Distributor-Banking P. 20, Dec.

Forecasts

Good Year Despite World Unrest P. 8, Jan.
Mid-Year Indexes P. 10, Jan.
Tight Money Policy Good If Inflation Bad P. 14, Apr.
Scores on Indexes P. 12, Sept.

Fraud Prevention

Honor to A. J. Smith P. 37, Aug.
Tribute Paid to F. W. Zander and F. G. Herbst P. 40, Sept.

Insurance

(See also Legal Rulings, Symposiums)

Some Tax and Legal Aspects of Life Insurance—Part I P. 16, Feb.
Part II P. 20, Mar.

(Index concluded on next page)

Insurance Has Role in Five Types of Incentive to Key Executives P. 34, June
Federal Insurance Program for Atomic Energy in Industry P. 16, July
Analyze Every Hazard or Risk Heavy Losses (Symposium) P. 8, Oct.
Reduction of Fire Losses Needed to Offset Spiraling Costs P. 10, Oct.
What Management Expects of Its Insurance Unit P. 12, Oct.
Broad Form Storekeeper Policy

P. 16, Oct.
Keeping Employees Honest P. 20, Oct.
National Building Code Adopted by More Than 1,000 Cities P. 22, Oct.
Case Histories in Credit Insurance P. 24, Oct.
What to Look for in Making Insurance Survey P. 28, Oct.
How Much Fire Insurance Should Company Carry? P. 32, Oct.

Legal

Three Years of Pennsylvania's Uniform Commercial Code P. 16, Dec.

Legal Rulings and Opinions

Satisfying a Judgment, N. Dak. P. 24, Feb.
Trustee in Bankruptcy Not Judgment Creditor P. 24, Feb.
Ill.: Rehearing on Use Tax Ruling P. 26, Mar.
Bankruptcy Priority Decision Appealed P. 26, Mar.
Vendors' Liability in Sales of Vaccines, Feeds for Animals P. 33, Sept.
Court Raises Question: What's "Marine" about Inland Marine Policy P. 35, Oct.

Management

How Simple Methods Reduce Credit Losses P. 16, Jan.
Written Credit Policy for Newspaper Urged P. 27, Jan.
Interview Techniques: Learning by Listening P. 8, May
Simplifying Work to Save Time, Material, Effort P. 16, May
Steps to Earn Place on Management Team (Symposium) Part I P. 8, June
Part II P. 8, Aug.
Bank Solves Construction Business Hazards P. 11, June
Credit Checklist P. 21, June
How're Y' Gonna Keep 'Em on Payroll? P. 14, Aug.
Credit Management's Dual Function: 3-Way Stewardship P. 20, Sept.
Opportunities Challenging Credit Management P. 7, Dec.
What Can Be Done to Meet Increased Costs? 10 Concepts of Management for Manufacturer to Consider P. 18, Dec.

Marginal Accounts

Importance of Cooperation between Sales and Credit Departments in Handling Marginal Accounts P. 8, Feb.

Robert Morris Associates

Code of Ethics P. 39, Apr.

NACM

(See also Credit Congress)

Proposed Amendments P. 36, Apr.
P. 34, May

Office Planning and Equipment

New Processing Setup for Purchase Orders (Rebco Mfg. Co.) P. 18, Jan.
Mechanized System Clears Posting Dilemma for Instalment Operation (Power Prods.) P. 18, Feb.
Open Adjustable Shelving Saves Cost and Space (Radio Corp. of Am.)

P. 24, Mar.
Integration Improves Service, Speeds Invoices (Robertshaw-Fulton) P. 16, Apr.
Dynamite That Paperwork Iceberg

P. 18, Apr.
Simplifying Work to Save Time, Material, Effort P. 16, May
Much "Soul-Searching" Involved in Applying EDP to Credit (Procter & Gamble) P. 18, May
Automation Bridge to New Office Control Techniques (Swank, Inc.) P. 18, June
Micro-Accounting Provides "Spot" Picture, Cash Controls (Lindsay Bros. Co.)

P. 18, July
Simple Visible Records System Ends Costly Delay (Chester H. Roth Co.) P. 18, Aug.
Punched Card Accounting and Credit Dept. (Symposium) P. 8, Sept.
Constant Information Tape Speeds Processing (New Jersey Zinc Co.)

P. 28, Sept.
Automation Can Speed Simple File Maintenance Job Too (Bache & Co.) P. 18, Oct.
Business-Scientific "Merger" Automates Office Thinking P. 8, Nov.

Punch-Tape Holder System (Vick Chemical Co.) P. 12, Nov.
Computers to Save Firm \$1 Million in 5 Years (Certified Grocers) P. 14, Nov.
Tool Co.'s IDP Reduces 19 Writings to One (Baker Oil Tools) P. 16, Nov.

Punched Card Keeps Pace with Business Growth (Atlantic Coast Freight Lines) P. 18, Nov.
Magnetic Belt Dictation System Speeds Errorless Letter Volume (Bankers Life & Casualty Co.) P. 20, Nov.

New Look for Main Office (Kerite Co.) P. 21, Nov.
Maytag Finds Its Uses for Photocopier Multiply (Maytag Southwestern Co.) P. 24, Nov.

Ever Try Remembering 30,000 Kinds of Shoes? Electronic Brain Does That (B. F. Goodrich-Hood Rubber Co.) P. 26, Nov.

Too Much Success a Poser—Until Mechanized Mailroom Takes Over (Simplified Tax Records) P. 28, Nov.

Integrating Order-Writing & Invoice Tasks (Central Scientific Co.) P. 28, Dec.

Par Clearance

Provision in New Banking Bill P. 14, Mar.
Heimann's Statement on Banking Bill Provision P. 33, Apr.

Problem Cases

Authored by

J. M. Miller, Sterling-Midland Coal Co. P. 14, Jan.
J. F. Keddy, Admiral Distributors P. 14, Feb.

C. J. Helferich, Mosler Safe Co. P. 12, Mar.
L. F. Kinsman, Wm. Iselin & Co. P. 12, Apr.
J. Ruckstuhl, Walter Kidde & Co. P. 14, May
E. M. Gillies, Jr., General Tire & Rubber Co. P. 16, June
R. M. Knox, Crow-Burlingame Co. P. 12, July

W. R. Mason, Stratton-Warren Hdwe. Co. P. 12, Aug.
L. I. Ford, Lord Printing Co. P. 22, Sept.
R. L. Burt, American Cast Iron Pipe Co. P. 14, Oct.

S. M. Cox, Cook Paint & Varnish Co. P. 11, Nov.
C. L. Reed, Diebold, Inc. P. 12, Dec.

Profiles

Lester C. Scott P. 36, Jan.
Donald K. Porter: 35 Years P. 25, Feb.
R. J. Leary: 40 Years P. 34, Mar.
J. A. Walker, NACM President

P. 14, July
G. R. Neese: 40 Years P. 36, Aug.
N. Hernandez, Cuba Assn. P. 34, Dec.
H. W. Voss, Retirement P. 36, Dec.

Public Relations

Banks' Strategy to Build Public Relations P. 13, Jan.
Making Annual Report Readable Will Sharpen P. R. Tool P. 14, Dec.

Symposiums

Four Steps to Profit by Sales-Credit Team P. 8, Feb.

So You Want a Loan—Part I P. 8, Mar.
Part II P. 8, Apr.
Part III P. 12, May
Steps to Earn Place on Management Team

Part I P. 8, June
Part II P. 8, Aug.
Credit's Ties to Sales, Boss, Customers, Public P. 8, July

Punched Card System Depends upon Function P. 8, Sept.
Analyze Every Hazard—Or Risk Heavy Losses P. 8, Oct.
Credit Session at Sales Meeting Pays Dividends P. 8, Dec.

Taxes

(See also Insurance)
High Taxes Blocking Road to New Venture Funds P. 16, Mar.
Six Necessary Tax Reforms P. 18, Mar.
Business Decisions Made in Fall Affect Spring Payment P. 32, Apr.

Terminology

Time to Bring Credit Terminology into Tune with Changing Economy P. 20, Jan.
Tilt on Working Capital Definition Strikes Paydirt P. 30, June

Uniform Commercial Code

Mass. Second State to Adopt Code P. 29, Nov.
Three Years of Uniform Commercial Code P. 16, Dec.



C
C

A
an
C
ve
ve
cl
ho
M
to
w
la
is
ov
ar
co
co
af

Be
em
ton